

WANTS LEAGUE OF ALL AMERICAS

Adoption of Monroe Doctrine by Central and South America

END MISUNDERSTANDINGS

Bolivia and Peru Willing and Others Manifest no Opposition to Plan

MONTEVIDEO, Uruguay, Jan. 17. (AP)—Misunderstanding and ignorance of the real policy of the United States concerning the Monroe doctrine is the greatest difficulty in the way of organizing a Pan-American league, said Dr. Baltazar Brum, president of Uruguay, in an interview with newspaper correspondents of North America.

Uruguay and various other American countries understand the real policy at Washington," he said, "but some of the other nations show an evidence of distrust of the real intention of the United States concerning Central and South American republics.

"There are tendencies in some of these countries to pursue a counter policy, which has taken expression by the suggestion of forming a purely Latin-American league."

Dr. Brum first proposed the organization of a pan-American league in April 1918 and the plan which has now come to be known as the Brum Pan-American doctrine, seems to be the subject nearest his heart. It is based upon equality of responsibility on the part of all American republics, and under it each would agree to defend any of its fellow members of the league against foreign aggression. The foundation of the proposed league would be a declaration by each nation of adherence to the Monroe doctrine which would place all on an equal and reciprocal basis in the matter of its enforcement.

Dr. Brum said that he had received official manifestations of support of his Pan-American doctrine from Bolivia and Peru, and unofficial approval from the statesmen of other South American nations. No opposition to it has been expressed by any government, and he had a profound hope that some day it would result in the formation of such a league among all the American republics.

Dr. Brum would have this confederation both political and economic. In answer to the question if his policy would include a preferential tariff, he said that it would. "Two tariff schedules would be in force in each country," he said, "one for all America and the other for the rest of the world, no tariff laws to be passed that would militate against a sister American republic."

When asked about a tariff act then under consideration in the United States congress imposing a tax on wool, hides, meat and other products produced in South America which is regarded here as virtually prohibitive, Dr. Brum said: "We have not the right to suggest to any sovereign power as to what laws they should pass, but if they do pass laws that are inconvenient to the other American nations it obviously militates against the sentiments under which such a league as I have suggested, would be formed."

YOU CAN SLEEP UNDISTURBED

Maxim Invents Silencer That Shuts Out Noise From Bedroom

By J. G. L. BRICKNER. ST. LOUIS, March 12.—Imagine a slumberer's paradise where intruders could walk and dance, where roosters could crow at daybreak and the alarm clock tinkle forever, and one could sleep peacefully on, immune to all disturbances.

The whole world will be such a slumberer's heaven when Hiram P. Maxim, inventor of the Maxim silencer for firearms, completes an invention on which he said he is now working. Maxim, while here recently attending a convention of the American Radio Relay league, made known that he was working on this boon for women of Morpheus.

No longer will the clink of milkman's bottles disturb late sleeping flat dwellers, nor will the clatter of ships in the late "penny ante" game next door interfere with those who believe in "early to bed," said Maxim, once his invention is perfected. And the poor traveling man will be able to snore away without even a sound of the grind of Pullman car wheels.

Is Perfect Sound Screen. Maxim refused to give out any of the mechanical details of his proposed sound screen, but said that in appearance it would somewhat resemble an ordinary electric table lamp. It will be so simple, he said, that a person would need only attach it to the electric socket to put it in operation. The instrument on a table near the sleeper would then cast an impenetrable sound screen around the slumberer.

Maxim said he obtained his idea for the noise silencer largely from his experience in working with radio apparatus to silence interference with wireless communication.

He predicted great improvements in wireless communication, declaring that the time may soon come when a person may talk to perhaps a million or so people from his own home over a wireless telephone.

He expressed belief that wireless telephony will some day be so perfect that political delegates will not need to travel miles to a party convention, but would be able to nominate presidential candidates sitting in their own homes in all parts of the country.

An electrically operated machine to pack vegetable matter in silos practically imitates the operations of a man's feet with six pedals.

For outdoor work a camera has been mounted on a handle shaped like a gun for accurate aiming.

Feminine Beauty Not Chief Asset in Business Success

By FAITH HIERONYMUS.

Purchase an asset to a business, a woman in a business house is all personality means something, but it is neither of these things that weighs heaviest in a girl's favor, T. A. Hunt of the Hunt Dry Goods company, said last week in discussing characteristics that would tend toward a girl's success as a business woman in behalf of any prospective girl employee.

"Neatness means a great deal, of course," said Mr. Hunt. "Clean finger nails, face and hands and a well-groomed appearance go a long way towards making a good impression, but it is not that altogether, and certainly it is not the fact that a girl is pretty, that gains her a position. It is her attitude, her attitude, her attitude, that counts."

The preliminary questions of any interview looking towards employment, the next question is, "What would you do if you had the job?" I'll admit that the girl who has really thought about it who wants the job because she thinks she can really make good at it, and who has actual ideas about the work, is the exception rather than the rule. This is an angle of the question that appeals to me; there is an endless field of opportunity in a department store, for instance, for girls. A girl can make of herself there just what she chooses; she can make herself worth as much as she chooses. If she wants to study her

work, to study her customers, to really build up her department, she cannot fail to get ahead, because a department store is not made a success by its owners or its managers, even; it is the employees who make it and those in charge are simply the ones on the lookout for the ambitious girl. This, entirely apart from the subject of a girl's good looks. That makes, in my opinion, absolutely no difference. And I admit that the employing of girls is more or less of a gamble. You never can tell.

Overcoming Obstacles. "Take, for instance, one of our girls downstairs. I would be safe, I believe, in asserting that few girls or women, not heads or buyers or departments, get the salary that she does. And two years ago she came into us, starting in that department with absolutely no experience and just barely able to speak English. She is a Russian Jew. From the very beginning she studied her department, and now that girl is a wonder. She knows her department, she knows her values, she knows her customers, she knows people. She can wait on three people at once, and take care of a fourth several yards away. People send their children to her because they know that she knows what they want, and can trust her judgment. Business hours mean business to her. If it is a dull day you

never find her gossiping with her neighbors or loafing about; no. She is going through her department, pulling out the things that haven't sold, studying why, thinking on a plan by which she can sell them. She isn't a clock-worshiper. She puts the first one out at night.

There are no limits to what a girl with a head on her shoulders can attain if she wants to. Personal beauty has nothing to do with it. Personality—yes, if it is combined with business sense. For instance, a girl may so conduct her self with a customer that her pleasant manner plus a very evident knowledge of the goods she is selling, and appreciation of the wants of the customer will make a warm friend of that customer and when she wants anything of the kind again she will think, 'I'll go to that little black-eyed girl at such and such a place—she had good judgment, and will know what is best to get.'

Temporary Idea a Drawback. "The trouble with a great many girls is that they are just working to bridge over a certain period of time. Perhaps they just want a job for a little while before they go on to such a place as Springfield, Kansas City, Oklahoma City or Dallas. Or perhaps they are expecting to get married. Whatever the circumstances, the temporary element in employment never means the best service. Give an ambitious girl with the requisite that I have mentioned—cleanliness, neatness and ambition—and if she will be willing to deny herself for one year—that is, work at the very moderate wages at which girls are started as a rule—meanwhile studying her department and learning it from A to Z, it is a safe

Ability to Hustle Without Confusion a Business Asset

The aisle was jammed in one of Tulsa's stores the other day. The manager was a wife. Those drawn to it were women. The net result was something that resembled the worst problem of an (presumably) force coming into contact with an immovable object, and in the resulting rush the salesgirls were caught, as it were, between and between. Their determination was with large upon the embattled ranks of more than one shopper that day. There's not to reason why, there's but to buy or die, and the shock absorbers of the fray were the girls behind the counters. The sale meant hustle. There was only one girl who didn't make a typographical error and make it

hustle. She stood out from that throng like a rare diamond. She refreshed the onlooker like a cool bit of wind on a hot evening day. She was calm, she worked swiftly, answered questions quickly and quickly, made out her sales slips with no loss of time but unhurried. Around her the faces of the salesgirls to whom hustle is a synonym for haste were flushed; their hair expressed the feverish state of excitement into which the temporary rush had thrown them. They hustled; their quiet colleague hustled.

Hustle, But Not Bustle. There are offices of just those two opposite types in Tulsa, as in any other city. The atmosphere of an office is unmistakable from the moment one walks into it; it is the language that proclaims it to be one

of hustle or of bustle. There are those offices where there is no apparent rush, surely no confusion, no evidence of excitement. Yet a tremendous amount of work is turned out within a certain length of time, and everyone's attention is turned towards the accomplishment of this thing with all possible deftness and speed. Hustle, but not bustle.

Compare those offices where everything is rush and clutter. Everyone is keyed up to a high pitch of excitement. The impression of bustle almost overshadows that of hustle.

The things most necessary as assets for a business girl, a Tulsa business woman said the other day in discussing the matter of efficiency, are ambition, accuracy, the ability to think and to act quickly, and, plus, coupled with a pleasing and tranquil personality. Tranquility is something that most girls have to cultivate, and as a business asset, the ability to hustle without bustle is as valuable to individuals as it is to office organizations.

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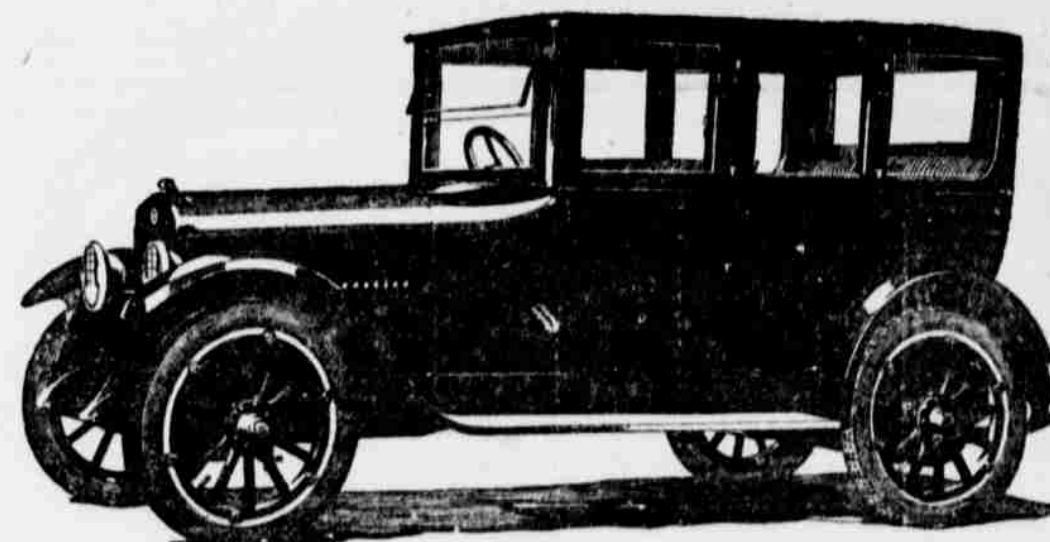
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